

Message Text

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15

ORIGIN ARA-10

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FM SECSTATE WASHDC

TO AMEMBASSY LIMA

UNCLAS STATE 258173

E.O. 11652: N/A

TAGS: BTRA, EMIN, PE, JA

SUBJECT: US COMPETITION VS JAPANESE STEEL

PIERRE QUINTANA, OF HARLOW AND JONES, STEEL TRADERS OF STAMFORD, CT, WILL BE VISITING LIMA IN NEXT 2-4 WEEKS IN RESPONSE TO EXPECTED INVITATION BY SIDERPERU FOR BIDS TO SUPPLY STEEL BLACK PLATE AND COLD ROLLEDSTEEL. WILL BE OFFERING MATERIAL FROM US STEEL, BUT IS CONCERNED RE GRIP EXERCISED ON MARKET BY JAPANESE. CLAIMS JAPANESE SUPPLIERS HAVE INSIDE INFLUENCE, OFFER EXTENSIVE FINANCING, AND SEEM ABLE TO WIN BUSINESS FROMSIDERPERU EVEN WHEN THEIR IDS NOT THE LOWEST (AS RECENTLY WHEN EAT OUT A FRENCH LOW BID). QUINTANA WOULD LIKE TO CALL AT EMBASSY TO DISCUSS WHATEVER ASSISTANCE MIGHT BE EXTENDED US FIRM TO GAIN PROPOSED SALE. WAS GIVEN NAME OF COMMERCIAL ATTACHE AND URGED TO CONTACT HIM BY PHONE ON ARRIVAL.

KISSINGER

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